

1000. net. - 1/2 of 1000 (cost)

#596 - NYC. (Southern Blvd) (Haw area) (H.E.B.)

1/2 of addition to right on Westchester Ave.  
Sales out of \$800 M.

Good deal.

Do it. - make it a low cost job; no frills

#351 Wash. D.C. (Colored coming in by S.E.M.)

2 of selling for \$640 M.

Prudential Life Ins.

We are <sup>leaving</sup> selling at \$40 M net. (We receive the \$40 M).

"I'm not enthusiastic ab. selling this." - S.E.M.

We are earning:

18.7% on our present investment

This is a good trading ~~to~~ property.

Keep it for trading. - We wouldn't get near \$640 M  
if we sold it.

Do not sell now.

152 - Waterloo, Ia.

(L.J.V.)

Short cross ctos.

Constr. cost. 101 M. (new ctos. - cost up from 70 M to 101 M)  
due to these ctos.

3 of 50 steel or 40 steel ft. (H. J. L. favors 40).  
(M. L. K. & C. L. Y. favor 50).

✓ Sub-tenant wants to know. - "give him lease for another yr"  
- S.E.M.

✓ Continue as we are until we can get steel + do whole  
job properly.

460 Ardmore, Pa.

Discuss closing store.

99 M vol. in '51; loss of \$1500.

✓ Close the store. (I so moved).